

Edition 72: September/October 2015



The transformation of the legal profession is ongoing and quite a few legal futurists have sketched what its configuration might be in the years to come. Lawyers and law firms face competition not only within their own circle but also from accountants and other non-legal professionals. Global and regional law firms have extended their reach in jurisdictions that have opened their doors on account of the WTO's General Agreement on Trade on Services.

The forthcoming regional conference of FLI in the Philippines examines some of the challenges facing law firms as well as the opportunities ahead. A panel discussion is devoted to associate retention with the millennials in the workplace in mind. A guest speaker from the Asian Development Bank will talk about doing business within the bloc comprising the Association of Southeast Asian Nations in the aftermath of its economic integration. Needless to say, clients need to understand the changes brought about by this integration and FLI member firms must keep abreast of the developments in this part of the world. Not only that, attending law firms will have the opportunity to present updates on important matters affecting them and their respective jurisdictions, as well as meet potential clients invited to the conference.

SyCip Salazar Hernandez & Gatmaitan is delighted to host this FLI conference.

**Rafael A. Morales, SyCip Salazar Hernandez & Gatmaitan, Managing Partner, FLI NET Philippines**



## ACC REPORT FROM THE BOARD



Capitalizing upon last year's success at the ACC Conference in New Orleans, FLI greatly expanded its presence at the ACC's 2015 Conference in Boston (October 18-21, 2015). FLI was present in force. Interim COO, Mr. Christian Bertacchini, FLI Principal, Mr. Orlando Casares and FLI US-based partner, Mr. Pete Larsen (Houston) in attendance to take advantage of the direct access to general counsels afforded by the Convention.

With an increasingly international attendance, 2015 marked the highest level of international participation for the Conference to date. As part of that trend, FLI NET partners from Austria (PHH Prochaska Havranek Rechtsanwälte GmbH), Mexico (Basham, Ringe y Correa S.C.), India (Shardul Amarchand Mangaldas & Co.), the Democratic Republic of Congo (Maitre D. Masongo & Associates) and Spain (Rousaud Costas Duran S.L.P) were on hand to introduce the network to the impressive number of general counsels in attendance and also to reconnect with more than a few former clients.

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FLI was also pleased to benefit from the input of its new interim CIO, Mr. Patrick Demoor. Patrick spent a great deal of time at the Conference researching the technological solutions available to help FLI and FLI NET increase integration of their services and to bring a heightened level of value to a whole new range of clients. FLI's new US-based partner, Mr. John Buscher (Chicago), was also on hand to meet with the representatives of attending FLI NET partners and to help spread the word about FLI and its services. Over the course of three days hundreds of leads were developed and John will be working closely with Pete and Orlando to develop those initial contacts into a solid client base.



Given the success this year, FLI is excited to learn that there is an opportunity to increase its level of sponsorship at the 2016 Conference in San Francisco, California. Given the obvious benefits of increasing FLI's exposure at the Conference, Orlando, John and Pete are working hard to bring that to fruition. FLI NET partners participate and the ACC is actively soliciting proposals for program material for 2016 Conference. The deadline for submissions is quickly approaching so please contact FLI if you would like to take advantage of this opportunity.

## FLI NET PARTNERS AT THE IBA IN VIENNA



On October 4-9th, 2015 the IBA Annual Conference brought together thousands of international legal professionals. Among them also FLI NET members from more than 18 countries. Having this opportunity in Vienna, on October 7th, 2015, FLI's new Austrian member - PHH Prochaska Havranek Rechtsanwälte hosted a wine-tasting event which offered an excellent venue for networking opportunity for valuable introductions and to share of information.



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Judging from the strong turn-out (even in spite of the rain), the event was clearly a very successful initiative by our FLI NET Partners. On behalf of HQ and the many Partners who graced us with their presence for this carefully planned and wonderfully executed event, we would like to thank PHH for their hospitality and the thoughtful parting gifts to all guests (their own personalized bottles of wine).



Following the wine-tasting event, FLI HQ coordinated a reception hosted at the Belgium Ambassador's Residence in Vienna. After a few welcoming remarks by the Ambassador and by FLI's Principal, Orlando J. Casares, the guests attending this event got to mingled and get better acquainted.



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**FLI NET CHINA - TOP CHINA DOMESTIC LAW FIRM IN THE ASIA LEGAL BUSINESS**



LINKS Law Offices is also a highly recommended law firm in competition & antitrust, energy & natural resources, financial services regulatory, investment fund, and labour & employment.

We are happy to announce that FLI NET China member - Links Law Offices has been recommended by Asialaw Profiles as an outstanding law firm in the banking and finance sector. This include practice areas such capital markets, construction & real estate, corporate/M&A, dispute resolution, IT, telco & media, private equity, project finance, restructuring & insolvency, and tax. Links Law

offices is also a highly recommended law firm in competition & antitrust, energy & natural resources, financial services regulatory, investment fund, and labour & employment.

Links Law Offices was also recommended as a Top China Domestic Law Firm in the the Asian Legal Business M&A Rankings 2015. Additionally, the law firm was highlighted in the China section of the 2016 edition of IFLR1000's Financial and Corporate - the Guide to the World's Leading Financial Law Firms, Links is listed as a leading law firm in banking and finance.

**FLI NET USA - 28 ATTORNEYS SELECTED AS 2015 TEXAS SUPER LAWYERS BY THOMSON REUTERS**

Judging by the number of accolades, October has been a very good month for Links Law Offices with well-deserved recognition. Congratulations!

FLI congratulates the 28 Gray Reed attorneys recently named to the 2015 Texas Super Lawyers list by Thomson Reuters. It recognizes the nation's top legal talent.

Our US team lawyers included in the list of leading attorneys in the State of Texas are as follows:



**Business Litigation**

Sofia Adrogué  
Scott Aston  
Daryl Bailey  
Darin Brooks  
Scott Funk  
Cary Gray  
J. J. Hardig  
James McGraw  
James Ormiston  
James Reed  
Charles Sartain  
April Terry

**Civil Litigation Defense**

Andy Landr

**Employment**

Gayla Crain  
Ruth Ann Daniels

**Bankruptcy**

Jason Brookner

**Energy**

Paul Yale

**Trusts & Estates**

Norm Lofgren  
Greg Sampson

**Tax**

David Gair  
Tom Rhodus

**Personal Injury Defence: Products**

Kenneth Rhodes

**Healthcare**

Darrell Armer  
Andrew Meyercord

**Family Law**

Amy Allen  
Kyle Sanders

**Real Estate**

Robert Mangum

**Intellectual Property**

David Henry

These impressive achievements in selected sectors continue to confirm our FLI NET Partner in Texas are top in their field of expertise.

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## FLI INSTRUCTED TO WORK ON A 25-COUNTRY-WIDE CONTRACT LOCALIZATION

FLI's current valuable client who has already tested different services and support of FLI NET partners in multiple countries, instructed FLI with another 25-country-wide contract localization exercise.

Having instructed FLI with this exercise again demonstrates benefit of FLI model and proves strength of FLI in cross-border support